

Naples Airport: Connecting the Community

Naples Airport (APF) is a bustling general aviation airport in District 1 that serves the business and leisure needs of the region. A world-class destination and one of the gems of Florida's Gulf Coast, Naples has long attracted beach-loving vacationers, established and emerging businesses, and a burgeoning population attracted by its high-end amenities and unmatched quality of life. Though everyone has their own reason for traveling to Naples, APF welcomes all travelers with world-class service that leaves a lasting impression of excellence.

APF contributes significantly to Florida's economy, **contributing over \$780 million annually** based on the latest Florida Department of Transportation (FDOT) 2022 Aviation Economic Impact Study (2022 AEIS). But this number does not tell the whole story. APF is committed to connecting residents and visitors to Naples with an exceptional airport experience. Each of these airport users contribute significantly to Naples in their own way.



**ECONOMIC
IMPACT (OUTPUT)**



2022 WINNER
of the FAA Southern Region
Airports Division Safety Award



**7TH BEST
INDEPENDENT FBO IN
THE UNITED STATES**
Naples Aviation



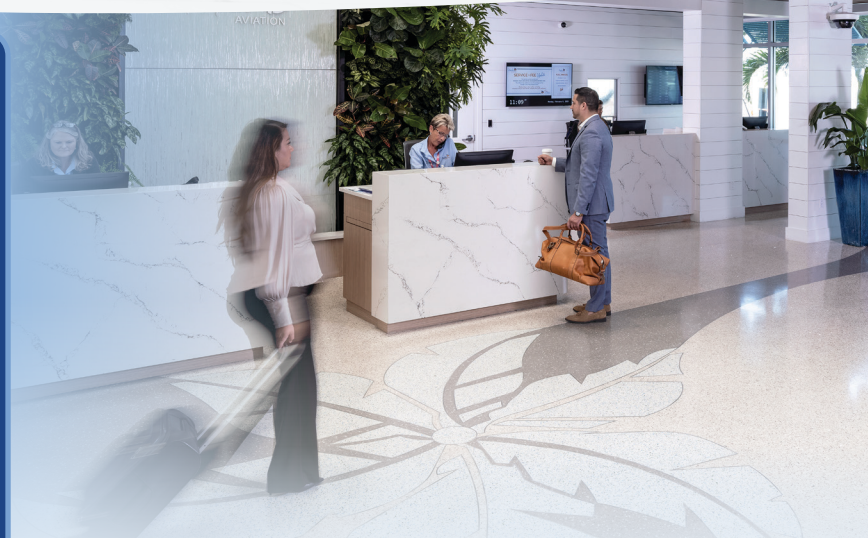
GOOD NEIGHBOR
Comprehensive noise
abatement program

Naples Airport and Its Tenants Give Back to the Community

With a strong foundation of safety and security, Naples Airport and its tenants are able to focus more fully on client service.

Naples Airport provides the facilities and services that reflect the strong community it serves. The airport's convenient proximity to downtown and nearby amenities have encouraged many high-profile individuals to select Naples as a home base. **Because of this, the airport serves as an asset to the community by supporting philanthropic efforts throughout the year.**

Source: *Elite Jets*



Naples Airport is Home to Numerous Philanthropic Events Throughout the Year

Naples Airport is a key contributor to the local community. While the airport links residents and visitors to destinations all over the world, it also serves a philanthropic role in the local community. The profiles on the following pages highlight just a few charitable events hosted and supported by the airport and its tenants.



Richard M. Schulze Family Foundation: Give Where You Live

Over the past 10 years, the Richard M. Schulze Family Foundation has provided approximately \$8 million per year across Southwest Florida, including Collier, Lee, Glades, Hendry, and Charlotte Counties. The Richard M. Schulze Family Foundation was founded by the founder of Best Buy, Inc., with the intent to give back to the communities where he grew up, raised his family, and built Best Buy.¹ One of those communities was Collier County, where the Foundation started. The main focus areas of the Foundation include healthcare, education, and human services. Healthcare funding includes funding to the Neighborhood Health Clinic and David Lawrence Center. Education funding includes funding to Lorenzo Walker Technical High School in Naples. Human service funding includes funding to St. Matthews House, Guadalupe Center, and Grace Place. Groups are eligible to apply for Foundation funding up to twice per year and are required to demonstrate positive impacts and maintain those impacts.

Naples Airport has had a pivotal role in supporting the work of the Richard M. Schulze Family Foundation. The Foundation founder relies on the airport for convenient access to each of his Foundation's communities.

Elite Jets Provides World-Class Service

Elite Jets is a full-service private jet charter provider that has long provided residents and visitors of Naples with an exceptional client experience. Elite Jets occupies over 3.5 acres of land at the airport and their 60,000 sq. ft. hangar houses four jets and one helicopter.

Though Elite Jets' primary charge is to provide charter services, they are also heavily involved with the local community. Elite Jets supports and hosts several philanthropic events throughout the year that raise millions of dollars for the local community. Cars on Fifth and the associated Jetport Reception is a notable event for Elite Jets. In addition to this event, Elite Jets also supports the Juvenile Diabetes Foundation, Path to Freedom, Starability, Joey D. Foundation, and the David Lawrence Center.

1 Richard M. Schulze Family Foundation
2 "The Cars on Fifth Naples Car Show Will Take Over Fifth Avenue in Downtown Naples, Florida For Three Days," *Car Collector's Club*
3 "Cars on Fifth," *Naples Marco Island Everglades*, February 6, 2021



Source: Richard M. Schulze Family Foundation

Cars on Fifth and the Jetport Reception

Cars on Fifth is one of the largest events in Naples. Over 650 luxury and collectible cars fill the streets of downtown Naples, providing fun for the whole family. Naples Airport and Elite Jets serve a crucial role in the festivities as the host to the Jetport Reception. The Cars on Fifth Jetport Reception is a VIP experience that features exotic cars, airplanes, and a lively reception. Elite Jets has hosted the event for over a decade, providing the event space for a third of the cost to support local philanthropic efforts. The event recently hosted over 480 attendees, who each pay \$500 for a ticket, with 100 percent of the contributions staying local.

Proceeds from Cars on Fifth benefit the St. Matthews House, with guests of the Jetport Reception provided with the opportunity to contribute additional donations. St. Matthews House provides numerous programs and services to those struggling with homelessness, hunger, substance abuse, and poverty in Southwest Florida. In 2021, Cars on Fifth and the Jetport Reception recorded over \$500,000 in donations to St. Matthews House. Naples Airport and its tenants are proud to partner with Cars on Fifth and St. Matthews House to contribute meaningfully to the local community.^{2,3}

Source: Cars on Fifth

Collier Community Foundation: Providing Funding Support in the Community

The Collier Community Foundation is a grant-making public charity that pools donations to fund the work of local nonprofits and support positive change in the community.⁴ The Foundation manages over \$450 million in funds, including to two aviation-related causes. The Ray Foundation supports pilot training and funds flight schools across Collier County. The Collier County Community Foundation also provides funding support to Lorenzo Walker Technical College, which has a program to train young aviation professionals. The College provides students skilled, debt-free educations, and the Collier Community Foundation noted that the entire program will be funded through philanthropy as it gets started. Other priorities of the Foundation include education and housing; they recently provided \$10 million for local essential employee housing.

The Foundation is funded through donations by Naples residents. Many of these individuals appreciate the access that the airport provides to Naples, making Naples a convenient home base. A Foundation representative also noted that during Naples's peak season, there are too many charitable events and not enough spaces to host them. The airport helps by providing facilities to host these charitable events.



Source: Ray Foundation, Inc.

Source: Elite Jets

Ray Foundation Helps Students Soar to New Heights

Ray Foundation, Inc. is located on-site at Naples Airport and supports educational organizations with a focus on aviation and aerospace. Their founder, James C. Ray, felt strongly that his flight training, courtesy of the US Army Air Corps in 1942, instilled in him the traits and drive which made him both a successful aviator and a successful individual. The Ray Foundation carries on his legacy by striving to provide that opportunity for others.

Ray Foundation generously donates between \$10 and \$12 million a year. Legacy recipients include the Aerospace Center for Excellence, which supports the Florida Air Museum, outreach programs, and educational programs; the Central Florida Aerospace Academy, a STEM public high school that provides aviation electives and industry certifications and licenses along with a high school diploma; and Lakeland Aero Club, a high school flying club.^{5,6}

4 "What is a Community Foundation," *Collier Community Foundation*
5 Aerospace Center for Excellence
6 Central Florida Aerospace Academy



Naples Airport Welcomes Hundreds of Participants Every Year Flying In to Attend the Naples Winter Wine Festival

Held annually since 2001, the Naples Winter Wine Festival attracts visitors from around the world for a unique and exclusive charity event. The 2023 Naples Winter Wine Festival featured more than 20 of the world's preeminent wineries, 18 celebrity chefs, 18 sommeliers, and 50 auction lots, the centerpiece of the entire event. Auction lots encompass a variety of exclusive trips and experiences, including a four-day trip to the heart of Champagne and the Krug Clos du Mesnil vineyard. All proceeds from the ticket sales and auction items go towards the Naples Children and Education Foundation.⁷



Source: Naples Winter Wine Festival

The Naples Children and Education Foundation supports charitable programs that significantly improves the lives of at-risk children in Collier County. Since its inception, the Naples Winter Wine Festival has raised more than \$269 million, which through annual grants and collaborative strategic initiatives have impacted over 50 non-profit agencies and the lives of over 300,000 local children.⁸ In 2023 alone, the festival raised over \$26 million in three days for these charities.

Naples Airport supports hundreds of visitors every year flying in to attend the Naples Winter Wine Festival. Festival attendees are welcomed by the airport's excellent customer service, providing a first glimpse at the experience they will continue to have at the Festival. The weekend of the 2023 Naples Winter Wine Festival, Naples Airport recorded 579 arriving flights. This included travelers arriving from 260 unique airports from domestic and international locations around the globe, including Dublin, Toronto, Belize, and England, among many others.

Naples Airport Reflects the Philanthropic Community It Serves

Philanthropy and community service are at the heart of the Naples community. Countless Naples Airport tenants and customers dedicate their time and resources to improving the community. Their generous contributions support healthcare providers like the Naples Community Hospital (NCH) and the Golisano Children's Hospital of Southwest Florida. Cultural and educational institutions such as Florida Gulf Coast University, the Gulfshore Playhouse, Artis Naples, the Naples Players, the Naples Botanical Gardens and local parks also receive millions of dollars from airport users. Every resident of Naples and Collier County benefits from the incredible generosity of these individuals.

⁷ "Naples Winter Wine Festival," Naples Children & Education Foundation
⁸ Naples Children & Education Foundation